

#### Almonds:

#### Total TEU/FEU:

The numerator represents the total number of 20-foot equivalent unit (TEU) shipped, by all carriers, during December 1999. The denominator represents the total number of TEU shipped, by all carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, December 1999.

#### Market Share-December:

Each carrier's current market share is based on the number of containers shipped during December 1999. Source: PIERS, December 1999.

#### Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

#### **Transit Time:**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### Ocean Rates:

Ocean rates are applicable for February 29, 2000. Rates are per 20-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### **Container Rate:**

Container rates for Pistachios are quoted on full, 16 KT per 20-foot dry containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: February 29, 2000 Page 1 of 8

L.A./L.B./Oakland Ports To Busan, South Korea

Almonds

Monthly Market Share For: December 1999

Month\Year: 16.0 \ 102.6

Month\Year: 16.0													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec A	RB	Cotton R.	Size	Container <b>R</b> ate
Hanjin	69%	47%	12 Days	\$880									\$880
Cho Yang	31%	34%	12 Days	\$300									\$300
Zim Line	0%	15%	23 Days										

Issue Date: February 29, 2000 Page 2 of 8

L.A./L.B./Oakland Ports To Hong Kong

Almonds

Monthly Market Share For: December 1999

Month\Year: 51.2 \ 282.7

`		Market Share CY											
Carrier	Market Share		Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Senator	29%	21%	14 Days	\$400									\$400
K Line	25%	12%	16 Days	\$660									\$660
Yang Ming	18%	16%	16 Days	\$932	\$128								\$1,060
Mitsui OSK	10%	11%	14 Days	\$800									\$800
Hapag-Lloyd	4%	3%	15 Days	\$800									\$800
Maersk-Sea Land	3%	12%	14 Days	\$600									\$600
Hanjin	3%	1%	13 Days	\$880									\$880
OOCL	2%	16%	15 Days	\$800									\$800
NYK Line	2%	4%	15 Days	\$800									\$800
APL	2%	1%	14 Days	\$800									\$800
COSCO	2%	1%	18 Days										
Cho Yang	2%	1%	14 Days	\$800									\$800

Issue Date: February 29, 2000 Page 3 of 8

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Almonds

Monthly Market Share For: December 1999

Month\Year: 3.0 \ 12.4

Month\Year: 3.0 \ 12.4													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	100%	53%	24 Days	\$1,724	\$128								\$1,852
K Line	0%	23%	25 Days	\$1,084									\$1,084
APL	0%	8%	25 Days										
Evergreen	0%	8%	31 Days										
Maersk	0%	8%	24 Days	\$1,240	\$128								\$1,368

Issue Date: February 29, 2000

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Almonds

Monthly Market Share For: December 1999

Month\Year: 31.0 \ 138.0

Marl Sha	Container <b>R</b> ate
68	\$745
13'	\$768
13'	\$745
3'	\$675
3'	\$1,424
0'	\$500
0	\$1,278
d 0'	\$1,150
0	\$1,094
0'	
0'	-

Issue Date: February 29, 2000 Page 5 of 8

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Almonds

Monthly Market Share For: December 1999

Month\Year: 2.0 \ 27.6

Month\Year: 2.0\27.6												
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	Container <b>R</b> ate
Hanjin	50%	42%	19 Days									
APL	50%	14%	22 Days									
K Line	0%	35%	27 Days	\$800								\$800
Senator	0%	8%	18 Days	\$900								\$900

Issue Date: February 29, 2000 Page 6 of 8

L.A./L.B./Oakland Ports To Singapore

Almonds

Monthly Market Share For: December 1999

Month\Year: 8.0 \ 45.6

Month\Year: 8.0 \ 45.6													
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	<b>BAF</b>	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Senator	38%	20%	18 Days	\$450									\$450
Mitsui OSK	38%	9%	21 Days	\$1,164	\$128		9%						\$1,397
Hanjin	25%	22%	17 Days	\$1,330									\$1,330
Maersk	0%	17%	19 Days	\$1,240	\$128		9%						\$1,480
K Line	0%	11%	19 Days	\$1,175									\$1,175
Cho Yang	0%	8%	18 Days	\$600									\$600
NYK Line	0%	7%	21 Days										
Yang Ming	0%	4%	19 Days	\$1,180	\$128		9%						\$1,414

Issue Date: February 29, 2000 Page 7 of 8

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Almonds

Monthly Market Share For: December 1999

Month\Year: 46.4 \ 304.3

Month Year: 40.4		Surcharges:											
Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	18%	20%	11 Days	\$930									\$930
Hanjin	15%	10%	9 Days	\$880									\$880
K Line	6%	1%	10 Days	\$868									\$868
Evergreen	4%	4%	10 Days										

Issue Date: February 29, 2000

Page 8 of 8